

OMV R&M Mineralölversorgung in der Donau-Region

St. Pölten, 11. Februar 2009

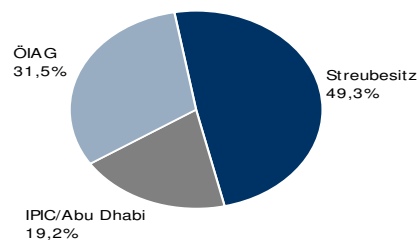
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Vice president
Product Supply & Operating Logistics

Move & More. 
OMV

OMV auf einen Blick (1)

- ▶ Die OMV ist das größte börsennotierte Industrieunternehmen Österreichs und der führende Öl- und Gaskonzern Mitteleuropas
- ▶ Konzernumsatz von EUR 20,04 Mrd in 2007
- ▶ 33.657 Mitarbeiter/Innen

Aktionärsstruktur



OMV auf einen Blick (2)

- Überblick OMV Konzern



OMV **future energy** fund

- R&M auf einen Blick

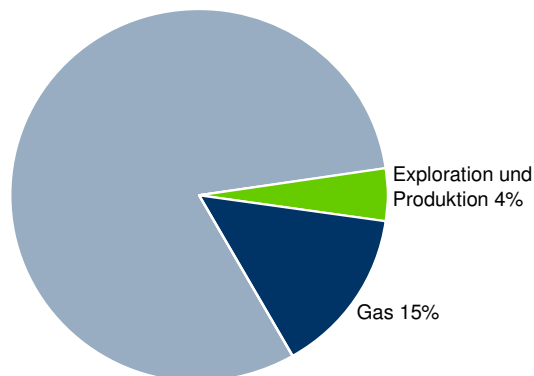


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Umsatz des Konzerns 2007: EUR 20 Mrd

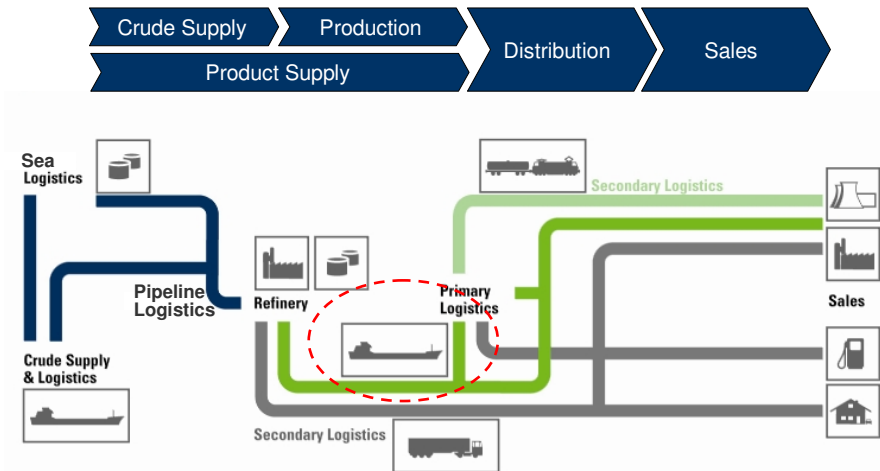
Raffinerien und Marketing inkl. Petrochemie
81%



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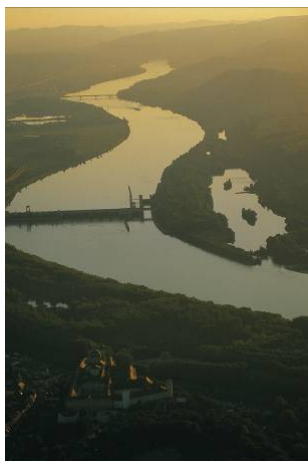
Refinery & Marketing - Business Model



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OMV Refining & Marketing - Kernregion

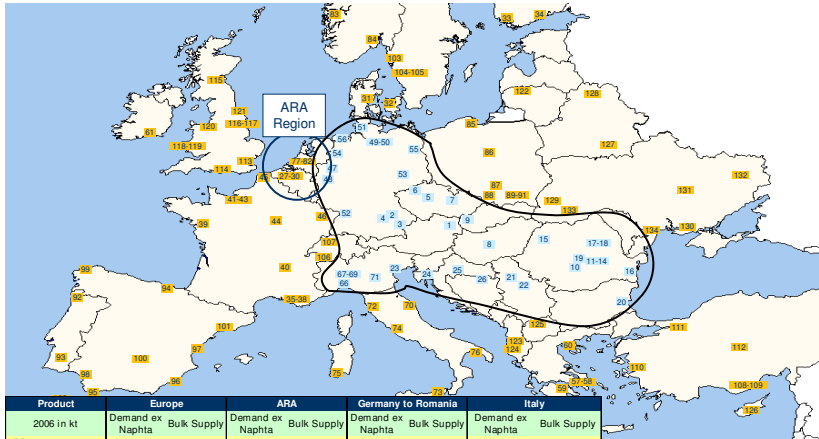


Ob München, Wien, Prag, Budapest oder Bukarest– entlang der Donau, zwischen Schwarzwald und dem schwarzen Meer sorgt OMV mit ca. 2.500 Tankstellen und dichtem Händler- und Vertriebsnetz für Energie und Mobilität.

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Oil product market Refining Overcapacity – significant volume stream

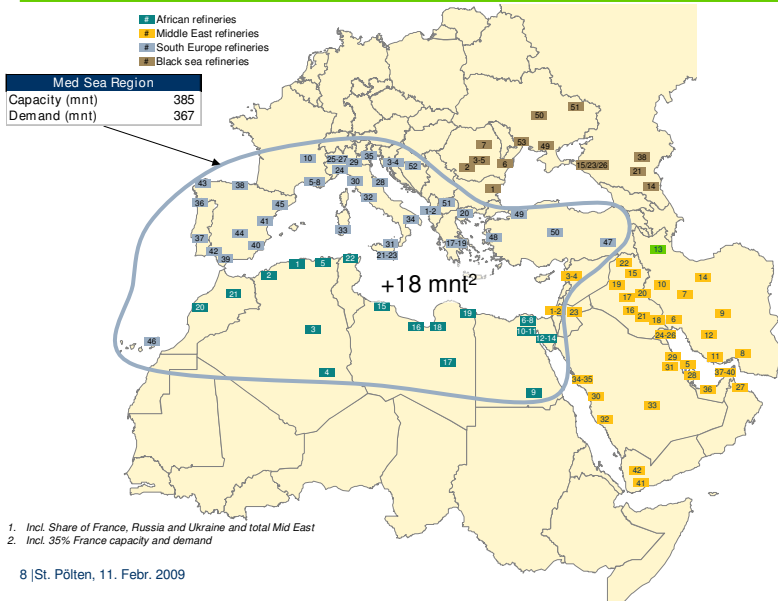


Product	Europe		ARA		Germany to Romania		Italy	
	Demand ex Naphta	Bulk Supply	Demand ex Naphta	Bulk Supply	Demand ex Naphta	Bulk Supply	Demand ex Naphta	Bulk Supply
2006 in kt								
LPG	32.009	28.299	1.956	2.137	6.556	6.265	3.301	2.239
Gasoline	122.959	165.509	6.046	16.393	39.366	36.880	18.800	22.505
JET/Kero	60.878	47.024	5.235	8.198	12.035	10.422	3.986	4.125
Diesel	225.839	218.248	16.357	24.825	65.440	48.369	27.671	34.950
Other Gasoil	103.383	80.142	7.260	7.436	33.379	17.761	2.525	3.746
Fuel Oil	113.777	131.920	23.622	17.693	16.935	29.236	8.347	12.266
Other Products	92.312	133.722	14.598	17.355	15.147	29.636	7.526	13.343
Total	751.157	804.834	75.074	94.037	188.858	178.969	72.157	94.174
Refining Crude Cap.	917.862		105.315		231.767		102.025	

Bulk Supply includes Naphta
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Mediterranean Region – long in Oil products Export push to Europe



1. Incl. Share of France, Russia and Ukraine and total Mid East
2. Incl. 35% France capacity and demand

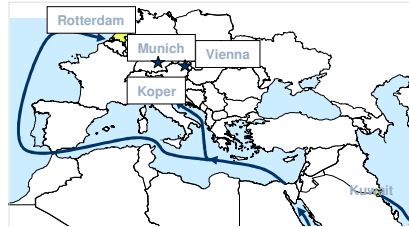
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Middle East: Rapid growth – export push to Europe

Middle East 2006-2015

- ▶ Investments will boost refining capacity:
 - ▶ 350 mnt ↗ 410 mnt (+60 mnt)
- ▶ Refining expansion rationale: Export
 - ▶ Total net exports: 97 mt ↗ 147 mnt
 - ▶ Main export product 2015: Middle Distillate (+44%)



- ▶ Europe target Import market for Middle Distillates
 - ▶ Growing MD deficit in Europe (21 mnt ↗ 37 mnt)
 - ▶ Asia no option (long in gasoline and middle distillates)

* Middle East: Bahrain, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syria, UAE, Yemen

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Latest Refining Competitor Dynamics

European Refining Developments



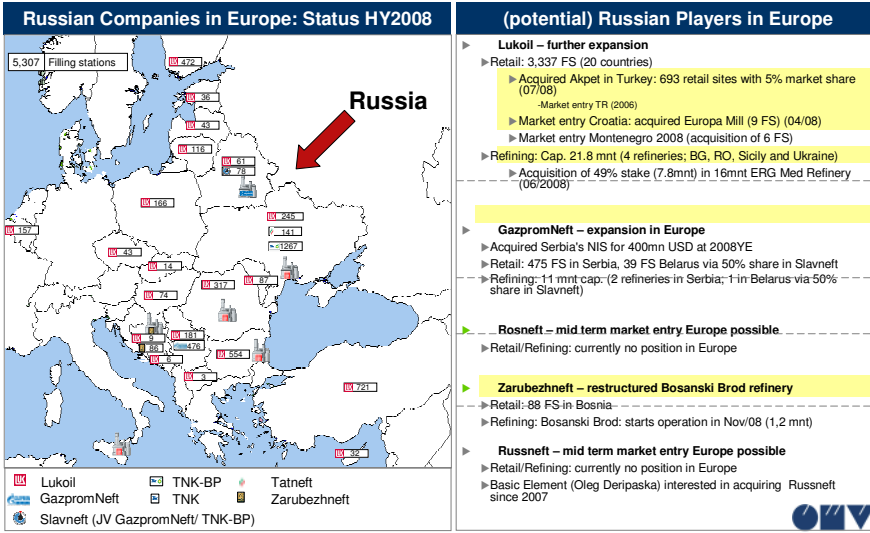
■ 2008 Dynamics
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Dynamics and Company

- ▶ **MOL**
 - ▶ Acquisition IES Mantua refinery (2.6 mnt) in Italy (08/07)
 - ▶ Increase share in INA from 25 % ↗ 47.155% (10/08)
- ▶ **PKN**
 - ▶ Market entry in Czech Rep.: Acquisition Unipetrol (02/05)
 - Incl. 51% stake in Ceska Rafinerska and 88% stake in Paramo refinery
 - ▶ Market entry Lithuania: Acquisition of Mazeikiu Nafta (10.2mnt) (12/06)
- ▶ **ENI**
 - ▶ Acquisition of Conoco stake in Ceska Rafinerska (05/07)
 - ENI stake increased from 16.3 % ↗ 32.4%
- ▶ **Total**
 - ▶ Sale of 70% stake in Milford Haven (5.3mnt) to 30% stake holder Murco Petroleum (subsidiary of Murphy Oil) (08/07)
- ▶ **Shell**
 - ▶ Sale of 20% stake (0.9mnt) in 4.5mnt Rome refinery to Total (07/05)
 - Total increased stake from 51.9 % ↗ 71.9%
 - ▶ Sale of 3 refineries in France to Petroplus and Basell (08/07)
 - Petroplus: Petit Couronne (7.7mnt) and Reichstett Vendenheim (4.3mnt)
 - Basell: Berre-l'Etang (4.0mnt)
- ▶ **Exxon**
 - ▶ Sale of Ingolstadt refinery (5.5mnt) to Petroplus (YE2006)
- ▶ **Conoco**
 - ▶ Acquisition of Wilhelmshaven refinery (13mnt) (02/06)
- ▶ **BP**
 - ▶ Acquisition of 31% stake in 20mnt Nerefco refinery from Chevron (03/07)
 - ▶ Sale of Coryton refinery (8.6mnt) to Petroplus (06/07)
- ▶ **Kazmunaigas**
 - ▶ Acquisition of 75% share in Rompetrol Group (08/07)
 - Including Petromidia (5mnt) and Vega (0.5mnt) refinery
- ▶ **Lukoil**
 - ▶ Acquisition of 49% stake (7.8mnt) in 16mnt ISAB ERG Refinery (06/2008)
- ▶ **GazpromNeft**
 - ▶ Acquisition of NIS for 400mn USD at (closure of deal expected H2 2008)



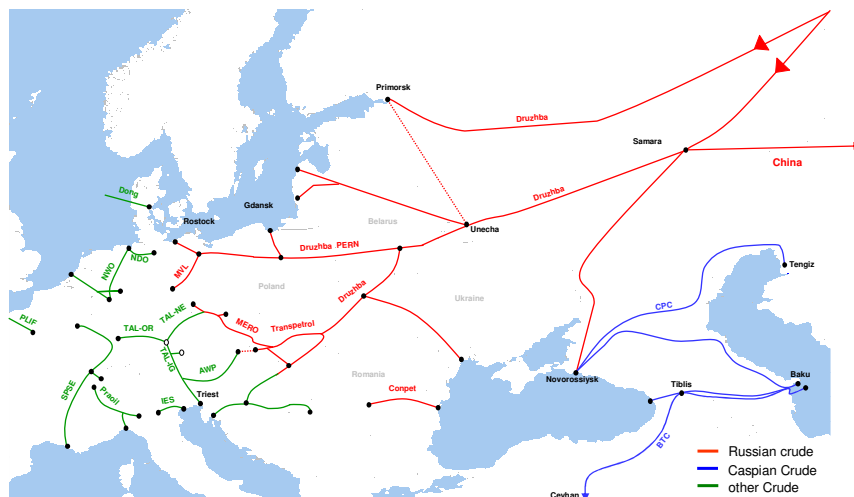
Russian Companies further expand into Europe



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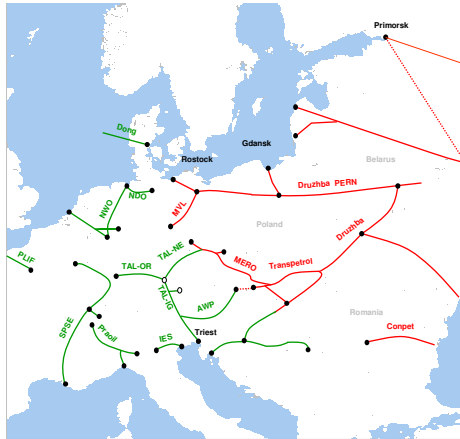
Europe Infrastructure Main Crude Pipelines Europe



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Europe Infrastructure Main Crude Pipelines Europe



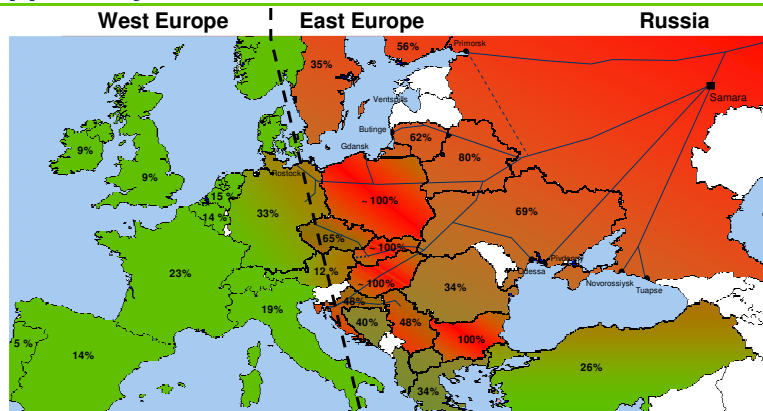
OMV Crude Supply (example Austria)

- ▶ ~ 8,500 kto crude was processed in Schwechat
- thereof 12% domestic production
- 88% via Triest/TAL/ASP from
 - ▶ 13% Lybia
 - ▶ 13% Nigeria
 - ▶ 14% Russia
 - ▶ 18% Kazakhstan
 - ▶ 10% Saudia Arabia
 - ▶ 7% Syria
 - ▶ 4% Iran
 - ▶ 2% Tunisia

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28% of European Crude Demand (16.1 mn bbl/d) supplied by Russia



▶ 18% supplied by Russia (2.3 mn bbl/d)

▶ 61% supplied by Russia (2.2 mn bbl/d)

	Russian crude	Share*
Germany	0.74	33 %
France	0.39	23 %
Italy	0.37	19 %
Spain	0.17	14 %
Austria	0.02	12 %

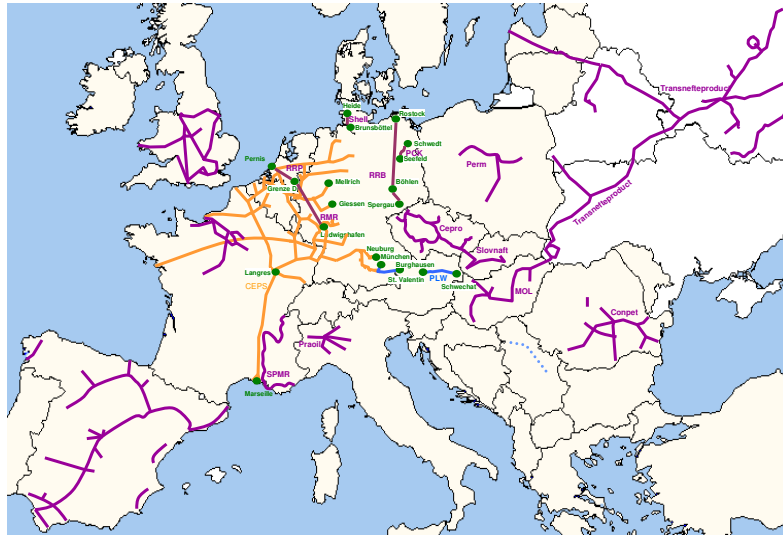
* % Russian Crude of total Crude Demand

	Russian crude	Share*
Hungary	0.14	~ 100 %
Slovakia	0.12	~ 100 %
Poland	0.38	~ 100 %
Bulgaria	0.13	~ 100%
Czech Rep.	0.1	65 %

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Europe Infrastructure Dense Oil Product Pipeline Network



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— Product Pipeline
— Nato Pipeline
- - - Project
— Product Pipeline with OMV interest



Europe Infrastructure Rhein/Main – Donau Corridor



Potential of the Danube

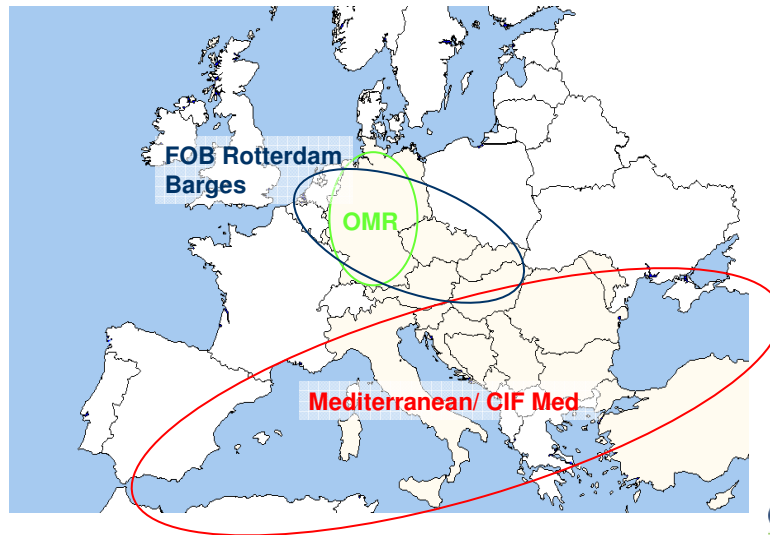
- ▶ Removal of riverbed bottlenecks is a EU priority project
- ▶ Strong transport and economic growth rates in the Danube corridor
- ▶ 1990: ~3 times more freight volume (~ 90mnt) than today was shipped on the Danube.
- ▶ 2007: ~27 mnt freight was shipped on the Danube (thereof oilproducts: 4,3 mnt)

Source: Via Donau - OMV

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Pricing principles Different market places in Europe



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OMV Supply & Logistics Storage – strategic focal areas



Strategic focal areas

- ▶ Cluster 1: Optimization/cost efficiency
- ▶ Cluster 2: Restructuring/integration
- ▶ Cluster 3: Developing infrastructure/evaluating potential terminals
- ▶ Danube: Leverage Danube potentials

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OMV JV-Storage in Budapest/Csepel



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Transport details

	Rhine-Main Countries	Danube Countries	OMV Cluster 1	
Population mn	117	76		
Freight Gtkm	700	335	11,5 mnt	
	Transport split			
Road	67%	73%	49%	10
Rail	15%	23%	34%	14
	Rhine	Danube	Danube	
Water	17%	4%	4%	8
Pipeline	---	---	13%	2

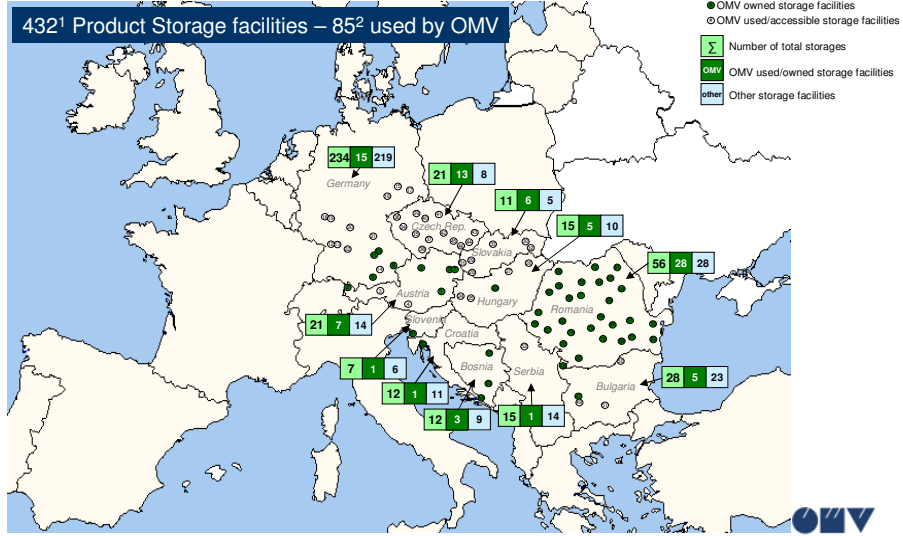
Water 4% ONLY !!!

Source: Via Donau - OMV

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Europe Infrastructure Dense storage network



1) OMV best est. without North Italy; not included in Germany; OMV crude storage facility in Steinhöring
 2) Thereof 45 facilities owned by OMV/Petrom

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